



MARYLAND'S INCUBATOR UPDATE

Nurturing Maryland's Technology Future

*Most Recent News on Maryland's Business Incubators
Presented by the MBIA (www.mdbusinessincubation.org)*

Vol. 24 April 2003

In this Issue:

I. Incubator News:

- Maryland Technology Development Center (MTDC)
- Technology Advancement Program (TAP)
- Emerging Technology Center (ETC)
- techcenter@UMBC
- Howard County Economic Development Authority's NeoTech Incubator
- Technology Assistance Center (TAC) Incubator
- Technical Innovation Center (TIC)

II. MBIA News

- MBIA Announces New Officers

III. TEDCO News

- TEDCO, APG & USAMRMC Opened Doors to Tech Showcase
- TEDCO Awards \$60,000 to Develop Technology at the Applied Physics Laboratory from its University Technology Development Fund
- TEDCO Awards Two Companies Nearly \$100,000 from the Maryland Technology Transfer Fund
- TEDCO Awards \$50,000 to Develop UMBI Technology from its University Technology Development Fund
- TEDCO Events: MTTF Briefing and BARC Showcase

Maryland Technology Development Center (MTDC) Rockville, MD

www.mdhitech.org/entrepreneur

Contact: Duc Duong, email: dduong@md.hitech.org

Graduate News:

- **Intronn**, which has developed a gene splicing technology in the field of RNA biology and therapeutics, has graduated from the MTDC and moved into a larger lab and office facility in Gaithersburg. The company employs 22 people and received more than \$10 million in funding through venture capital and a Small Business Innovation Research (SBIR) grant.
- **Avalon Pharmaceuticals**, a 2000 MTDC graduate, will be expanding and relocating to a 55,000-square-foot facility in Germantown. The company, which focuses on genomics drug discovery, employs 65 people and has raised more than \$80 million in venture capital funding.
- The **Frederick County Technology Network of the Technology Council of Maryland** and the **Frederick County Office of Economic Development** awarded the "Technology Executive of the Year" award to Sherry Challberg, founder, president and CEO of Marligen Biosciences. Marligen, located in Ijamsville, develops and markets integrated product platforms to enable simultaneous testing of dozens of markers critical to drug discovery, drug development and life science research. The company, which employs 22, graduated in July.



Technology Advancement Program (TAP) University of Maryland College Park

www.tap.umd.edu

Contact: Irene Barbe, email: ih2@umail.umd.edu

New and Noteworthy:

- **AnthroTronix, Inc.**, which commercializes advanced technology interfaces for use in the medical, educational and military fields, is now using prototype development space in the University of Maryland Manufacturing Building, which was arranged by TAP to accommodate AnthroTronix's expansion.
- **Aris Melissaratos**, secretary of the Department of Business and Economic Development (DBED), visited TAP and several of its companies earlier this month, touring the labs and offices. In addition, Christopher C. Foster, DBED's state technology coordinator visited and met with TAP companies ATEC Inc., AnthroTronix and Chesapeake PERL.

Graduate News:

- **Dr. Alan I. Penn of Alan Penn and Associates, Inc.**, develops diagnostic feature analysis methods and systems that meet the needs of the medical, commercial and industrial communities, was selected by the National Cancer Institute (NCI) to participate in its Biomedical Opportunity Forum. In addition, Dr. Penn recently was awarded a Phase II SBIR grant under a special program announcement from NCI. The 3-year grant will provide nearly \$2 million in R&D funding for development of a computer-aided-diagnosis (CAD) system to assist radiologists in the interpretation of magnetic resonance images (MRI) of the breast. The MRI CAD system is intended to increase the accuracy of diagnoses even for mammographers without extensive experience in breast MRI, and will hopefully increase the number of breast MRI procedures available to the public.

Emerging Technology Center Baltimore, MD

www.etcbaltimore.com

Contact: Ann Lansinger, email: annlansinger@etcbaltimore.com

New and Noteworthy:

- **AgentSmith** has signed two new customers – WSYX-TV and WTTE-TV, the ABC and FOX network affiliates in Columbus, Ohio respectively, have started using AgentSmith's software that maximizes advertising revenues for media companies. AgentSmith's RevenueMAX links together all the functions of the advertising sales process that currently operate independently of each other.
- **BioFortis, Inc.**, a provider of an enterprise knowledge management system for research organizations, announces that they have completed a new contract with the Dr. Chakravarti Laboratory at Johns Hopkins Institute of Genetic Medicine. Additionally, the National Human Genome Research Institute has renewed their license and is seeking to define a long-term larger enterprise licensing of BioFortis' system.
- **The Emerging Technology Center (ETC)** is hosting a Brown Bag Lunch, "Let the Feds Pay for New Product Development," on Wednesday, April 2 at 12 p.m. Morgan Allyn, program manager of federal research funding at the Maryland Technology Development Corporation (TEDCO) will give information on how to access federal funding for research and development and product development. For more information, contact Kim Anderson at 410-327-9150 or kanderson@etcbaltimore.com.
- **Marinalife, LLC**, which develops Internet-based marine reservation software, has signed a contract with the new marina at the Hyatt Regency Chesapeake Bay Resort to use the Marinalife Marine Reservation System. The system will be used to manage and market slip inventory as well as to offer online reservation capability to their customers. The Hyatt's customers will be able to access the online reservation service through www.marinalife.com where they will be able to view a visual map of the marina showing real time slip availability.
- **Alexander & Tom, Inc.**, an interactive marketing agency, was awarded five Addy Awards by the Baltimore Advertising Association. The Addy's are designed to recognize and reward creative excellence in the art of advertising. Alexander & Tom was awarded for its interactive work with Under Armour Performance Apparel, Pinnacle Golf, The National Museum of Dentistry and Young Dr. Freud, a PBS broadcast. In addition, Alexander & Tom recently launched three new websites and an email campaign for Under Armour Performance Apparel.
- **The ETC** has named three new members to its Board of Directors. The new board members are: Charles Heller,

managing partner, Gabriel Venture Partners; Martin G. Knott, managing director, Columbia Consulting Group; and Gregory H. Barnhill, partner, Brown Advisory Securities, LLC.

techcenter@UMBC
University of Maryland, Baltimore County

<http://www.umbc.edu/techcenter>.

Contact: Walt Schulz, email: wschulz@umbc.edu

New Tenants:

- **One Stop Biz, LLC** – Delali Dzirasa, founder
One Stop Biz, a new student Idea Lab company, provides a suite of products geared towards the small and home-based business. The businesses can find Internet service providers, graphic designers, accountants, printers, communications, and other technical solutions from one centralized location. One Stop Biz was started by UMBC senior computer engineering major Delali Dzirasa.

New and Noteworthy:

- **In Vitro Technologies, Inc.**, which develops testing services and products for studying chemical-biological interactions in vitro, was named one of the top bioscience companies in Maryland in the Daily Record's A List. The list is the result of a statewide survey of business professionals.
- **Cognate Therapeutics, Inc.**, a service company providing high-level advice and biotechnology support to early stage companies, has expanded to over 14,000 square feet of space. Originally housed in 2,500 square feet in the techcenter@UMBC's main building, Cognate has moved into newly renovated offices and labs located in the Center's biotechnology building.
- The **techcenter@UMBC** is holding the third annual **UMBC Visionaries in Information Technology Forum** featuring industry experts, UMBC faculty and corporate partners, including Rhonda Schaffler, New York Stock Exchange Senior Correspondent for CNNfn.com and CNN Business News. They will share ideas on the future of information technology and its role in shaping the modern business environment. The event is from 7:30 a.m. - 9:30 a.m. at the Marriott Baltimore Waterfront Hotel, 700 Aliceanna Street, Baltimore, MD 21202. For more information, please visit <http://techport.umbc.edu/partners/visionary.asp>.
- The **techcenter@UMBC** will be holding the "Doing Business in Government: Marketing Strategies" event from 9 a.m. until noon on Tuesday, April 8, 2003. Entrepreneurs can find out how their companies can connect with government opportunities. Speakers include Arnetta Cook, Business Specialist from the General Services Administration; Morgan Allyn, Program Manager, Federal Research Funding Opportunities of TEDCO; and Edward Kim, Government Contract Law of Whiteford, Taylor and Preston. For more information, contact 410-455-5900 or Stacy Cotter at scotter@umbc.edu.
- **UMBC** will be hosting a benefit featuring Mayor Martin O'Malley and his Celtic rock band, O'Malley's March, where they will perform at The Ottobar in Baltimore on Friday, April 4, 2003 from 10 p.m. to 1 a.m. The concert is a benefit for a music scholarship at UMBC established in honor of the Mayor's friend and band mate, Paul Levin who passed away last May of a brain tumor. In addition to being a founding member of O'Malley's March and UMBC Graduate, Paul was Director of techcenter@UMBC. Please call 410-455-ALUM for more information.

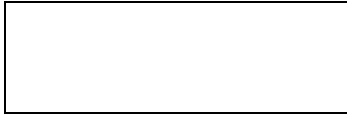
Howard County Economic Development Authority's NeoTech Incubator
Columbia, MD

www.hceda.org/incubator

Contact: Carol Morrison, email: cmorrison@hceda.org

New and Noteworthy:

- **RecoveredSTUFF**, an online marketplace of new and used items available through insurers, financial companies and other agencies, has just started a four-state regional pilot with a national insurance company. Also, the company recently operated the national internal sale of recovered goods to the 60,000 employees of one of the top three national insurers.
- **Syntonics**, NeoTech's first incubator client, is preparing to graduate from the incubator at the end of May. The company provides precision oscillators for use on spacecrafts.



- **VOTARA Corp.**, which develops voice-activated technologies for telecommunications systems and the Internet, has been approved for a \$150,000 investment from Meridian Management Group, Inc.

Technology Assistance Center (TAC) Incubator

Lanham, MD

www.pgcedc.com

Contact: Wanda Plumer, email: WLPlumer@co.pg.md.us

New Tenant:

- **Cooper Photonics, Inc.** – Wesley J. Cooper, president and CEO
Cooper Photonics is a photonics training and optical networking integration firm that specializes in the convergence of legacy infrastructures to next generation optical networking solutions.

Technical Innovation Center

Hagerstown, MD

www.technicalinnovationcenter.com

Contact: Chris Marschner, email: marschnerc@hcc.cc.md.us

New Tenants:

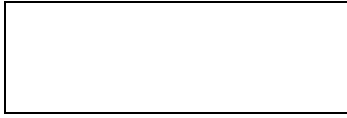
- **Long Island Builders, LLC** – Chuck Idol, CEO
Long Island Builders is developing a prototype of an automated testing product targeted for the Point of Sale (POS) community. The company also does data warehouse, call-centers, help desk, workflow management, and technical project management.
- **Third Man Systems** – Jack Frantz and Ken Norris, co-founders
Third Man Systems is a computer networking company that provides small to medium size businesses with a system solution based on the total managed system model.
- **Lake Precision Machining** – Rick Lake, founder
The firm's intended market is other organizations that need precise machining of small parts such as aerospace and satellite telecommunications firms.
- **Les Powlen**, a heavy equipment dealer for 31 years, is taking advantage of a new service provided by the Technical Innovation Center. The Center has developed a trial enterprise facility within the incubator for individual entrepreneurs with no employees who might not otherwise qualify for residency. This program allows entrepreneurs to experiment with their business concept for up to six months before being required to find regular commercial facilities or begin the formal review and entry process of the incubator. Powlen's venture helps to locate late model excavators, backhoes, bulldozers and compactors for contractors in Washington County and the surrounding area.

New and Noteworthy:

- **DocuTrac, Inc. (DTI)**, a software development company for the behavioral health industry, has added two new employees – one in the sales and customer service department and one in the development team.
- **ACNTech**, which provides full network monitoring and security, celebrates its first anniversary at the incubator. The company increased their customer base by nearly 600 percent in the past year.

Graduate News:

- **P&D Creative Company** and **Verestar Government Services** were recognized at the fourth annual Washington County Business Awards Banquet that was held earlier this month at the Clarion Hotel and Conference Center in Hagerstown. The annual awards event was a joint effort of the Hagerstown-Washington County Chamber of Commerce and the Hagerstown-Washington County Economic Development Commission to recognize businesses for their enterprise and success.
 - P&D Creative, which developed a full line of household, institutional and industrial cleaning products, won the "Going Global" award for its work in expanding its sales worldwide.
 - Verestar Government Services, who recently was awarded an IDIQ contract from the Diplomatic Telecommunications Service Program Office worth up to \$36 million per year, was a runner-up for the "Entrepreneurial" award. Verestar is a global provider of satellite integration services.



- **Kline Machinery, Inc.**, a machine tool distributor that primarily specializes in distributing systems that produce small accurate round parts, graduated from the Technical Innovation Center at the end of February. Kline entered the incubator in 1996 and has relocated to a 7,000-square-foot building in Greencastle, Penn. The company currently employs seven people.

Maryland Business Incubation Association (MBIA)

MBIA Announces the Appointment of Edward Sybert as President

Association of Business Incubators Enters Third Year

BALTIMORE, MD (March 18, 2003) — The **Maryland Business Incubation Association (MBIA)** (www.mdbusinessincubation.org), announced the election of Edward Sybert as president of the association. Sybert, director of the Technology Advancement Program at the University of Maryland College Park, takes on the role of president after holding the position of vice president since the MBIA's inception two years ago. He succeeds Ann Lansinger, executive director of the Emerging Technology Centers in Baltimore, who led the MBIA since its founding.

Other officers, also elected at the MBIA's quarterly meeting, began one-year terms this month. Walt Schulz, director of operations at the techcenter@UMBC in Baltimore County, will serve as the vice president of the MBIA. Chris Marschner, director of the Technical Innovation Center in Hagerstown, was re-elected for his third term as treasurer of the organization. Carol Morrison, manager of the Howard County Economic Development Authority's NeoTech incubator in Columbia, also continues in her third term as secretary.

Maryland Technology Development Corp. (TEDCO)

TEDCO, Aberdeen Proving Ground & U.S. Army Medical Research and Materiel Command Opened Doors to Tech Showcase

TEDCO Renews MoA with APG's Science & Technology Board

ABERDEEN, MD (March 26, 2003) - The **Maryland Technology Development Corporation (TEDCO)** (www.MarylandTEDCO.org), Aberdeen Proving Ground (APG), and the U. S. Army Medical Research and Materiel Command (USAMRMC) hosted the "Emerging Technologies and Opportunities: Bioscience, Health and Medical Technologies" showcase. During the showcase, officials from APG's Science and Technology (S&T) Board and TEDCO held a brief signing ceremony, renewing their Memorandum of Agreement (MoA) for an additional three years. Under this agreement, TEDCO, in cooperation with the S&T Board's Business Development Office, serves as a link between all of the tenant commands under the S&T Board and emerging technology companies in Maryland that wish to commercialize technology, enhancing tech transfer initiatives and economic development.

Conducting this showcase is part of the agreement between APG's S&T Board and TEDCO to conduct outreach programs, communicating to Maryland businesses about their technology needs. The event presented cutting edge technologies, summarized by researchers at APG and USAMRMC, that are ready for commercialization by businesses and entrepreneurs in attendance. During the showcase, presentations also featured overviews of APG's facilities, capabilities and expertise available for collaborative efforts with businesses and entrepreneurs. Additionally, state and federal funding support programs for technology transfer projects were overviewed.



TEDCO Awards \$60,000 to Develop Technology at the Applied Physics Laboratory from its University Technology Development Fund

Fund provides additional resources to develop Phase II of Dr. Srinivasan's technology

COLUMBIA, Md. (March 13, 2003) - The Maryland Technology Development Corporation (TEDCO) (www.MarylandTEDCO.org) awarded Dr. Rengaswamy Srinivasan, a researcher at the Johns Hopkins University Applied Physics Laboratory (APL) (www.jhuapl.edu), \$60,000 through Phase II of its University Technology Development Fund (UTDF) program. The funding will support Dr. Srinivasan's research of "Measuring Corrosion in Concrete" at the APL laboratory.

The technology helps to address the problem of aging concrete structures, such as bridges, which need to be replaced at various times in their lifespan. Dr. Srinivasan's Phase I UTDF was used to develop a one-of-a-kind sensor that detected currents caused by corrosion of the reinforced bars. Phase II of the UTDF is funding a sensor that will be small and embeddable in concrete, and will directly measure corrosion.

TEDCO Awards Two Companies Nearly \$100,000 from the Maryland Technology Transfer Fund

System Excelerator and Sphere Corporation use funds to transfer technology

COLUMBIA, Md. (March 5, 2002) — The **Maryland Technology Development Corporation** (TEDCO) (www.MarylandTEDCO.org) today announced that it awarded a total of \$99,691 to two companies from its Maryland Technology Transfer Fund (MTTF). Crofton-based System Excelerator, Inc., received \$50,000 to further develop technology from the U.S. Navy. Sphere Corporation, based in Columbia, received \$49,691 to assist in the transfer of technology from the Johns Hopkins University Applied Physics Laboratory.

System Excelerator recently received \$50,000 from TEDCO and PAX River's NAVAIR Technology Commercialization Initiative (NTCI). The MTTF award will continue the development of a prototype and conduct the testing of the System Excelerator's SavantSense hardware and software to monitor the operational performance of the Navy's systems. Sphere's main product, called XML Security Platform, provides the ability to analyze business information, manage business processes, monitor document workflow and control personalized user access in real time. The MTTF will be used to construct a search module within Sphere's XML Security Platform, allowing users to publish their content in multiple languages, in multiple formats, and for multiple target devices, including web browsers and cell phones.

TEDCO Awards \$50,000 to Develop UMBI Technology from its University Technology Development Fund

Fund provides additional resources to develop Dr. Joseph Kao's technology

COLUMBIA, Md. (March 3, 2003) — The **Maryland Technology Development Corporation** (TEDCO) (www.MarylandTEDCO.org) awarded Dr. Joseph Kao, a researcher at the University of Maryland Biotechnology Institute's (UMBI) Medical Biotechnology Center, \$50,000 through its University Technology Development Fund (UTDF) program. The funding will support Dr. Kao's research for medical applications of recombinant DNA at the UMBI laboratory. This is the first grant from the UTDF program to UMBI.

Dr. Kao's research focuses on developing a more efficient and effective method to regulate replacement genes that are introduced into cells, as current measures are expensive and complex. His method could become a stepping stone for the discovery and understanding of how certain genes contribute to diseases, such as cancer, the aging process and



neurological diseases like Alzheimer's, as well as contribute to possible therapies.

TEDCO Events: TEDCO to Present Details of Maryland Technology Transfer Fund Program

The Maryland Technology Development Corporation (TEDCO) (www.MarylandTEDCO.org) will hold an informational briefing at its Columbia headquarters to present details of the Maryland Technology Transfer Fund (MTTF) program. This briefing will teach companies how to use TEDCO's capital programs to help transfer technology from Maryland universities and federal laboratories to the Maryland marketplace. It will take place on Fri., April 11, 2003 from 2 p.m. to 3:30 p.m.

The program also will include a description of the MTTF program, eligibility requirements, guidelines for effective proposals, proposal submission and review process, and the terms of the agreement, among others. The MTTF awards provide up to \$100,000 in funding for technology development and require matching funds from that company dependent on company size. There is an initial award of \$50,000 with a follow-up award of \$50,000.

Attendees MUST register. For more information or to RSVP, call Linda Saffer at 410-715-4175 or info@marylandtedco.org.

TEDCO Events: TEDCO and BARC to Host Bioscience Showcase

The Maryland Technology Development Corp. (TEDCO) and the Beltsville Agricultural Research Center (BARC) will host "**Bioscience for Today and Beyond: Innovative Technologies for a Growing World,**" a technology a showcase that will present cutting edge technologies that are ready for commercialization by businesses and entrepreneurs. It will take place Tuesday, April 15 at the BARC, Building 003 Auditorium, in Beltsville.

The showcase will feature presentations from researchers of the host organizations in addition to presentations that will overview state and federal funding support for technology transfer projects. Also information on BARC facilities, capabilities, and expertise for collaborative efforts with businesses and entrepreneurs will be overviewed. Followed by customized tours.

To register, please visit www.mdhitech.org or contact Angie Bergeron at 240-453-6267 or abergeron@mdhitech.org by Tuesday, April 8, 2003. For businesses wanting more information on the showcase, contact Linda Saffer at 410-715-4175 or lsaffer@marylandtedco.org or www.marylandtedco.org/programs/federal_labs.html.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corporation (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, and federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

MBIA, a private, professional organization, is comprised of managers supervising existing and active business incubators in the State of Maryland. MBIA's missions are to serve as a united voice for the advancement of business incubation in Maryland and to maintain the growth and viability of business incubation through shared best practices and resources.

Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from the Maryland Technology Development Corporation (TEDCO). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO or MBIA, contact Laura Fick at (410) 902-5058 or lfick@mghpr.com or log onto www.MarylandTEDCO.org.

#